Index to Volume 21 1988

The following index lists all the material that has been published in **Real Estate Today®** during 1988. For easy access to this information, the index is divided into three sections—subject, title, and author. Each entry is followed by the month of publication and the page numbers of the referenced article or passage of interest.

The index is offered as a service to members of the NATIONAL ASSOCIATION OF REALTORS®, who are urged to use their own back copies or library copies to locate references of interest. If the reader doesn't have access to those copies, back issues (when available) may be ordered from the Customer Service Department, NATIONAL ASSOCIATION OF REALTORS®, P.O. Box 10958, Chicago, Illinois 60610–0958; 800/874–6500. Individual article copies are also available from University Microfilms, Inc., 300 Zeeb Road, Ann Arbor, Michigan 48106.

Real Estate Today® would like to thank the Library Information Services Department of the National Association for its assistance with compiling the 1988 Index.

Subject Index

A

Advertising, Direct Mail
- Flyers for Success.
  Roessler, Lyn
  Oct., p. 32

Advertising, Institutional
- How Small Companies Can Stretch Ad Dollars.
  May, p. 13
- Keep Your Company's Name in Lights.
  Scavo, Janet
  May, p. 10–15

Agency
- Are Your Salespeople Secret Agents?
  Reilly, John W.; Shern, Mary S.
  May, p. 44–48

Agricultural Credit
- Farmer Mac Creates New Agricultural Loan Funding.
  Grabowski, Trenna R.
  Nov./Dec., p. 26–27

AIDS
- Should Real Estate Professionals Disclose AIDS?
  Makila, James; Mishkin, Douglas B.
  Nov./Dec., p. 66–70

Air Conditioning
- Heating and Cooling: A Shopping Guide.
  Stewart, Julie H.
  Mar., p. 24–27

Appraisals
- Cooperation: The Secret of Successful Appraisals.
  Thomas, Mary Jo
  Apr., p. 28–29

Art
- Enhance Properties with Showpiece Art.
  Aug., p. 56–61

Auctions
- Auctions Mean Action.
  Good, Sheldon F.; Good, Steven L.; Greene, Gordon J.
  Nov./Dec., p. 50–55

B

Bankruptcy
- What Happens to a Listing Broker's Commission if a Seller Files a Chapter 7 Bankruptcy Petition Before the Closing?
  Aug., p. 8

Broker—Builder Cooperation
- Bridging the Gap Between Builder and Broker.
  Mills, Larry
  Mar., p. 40–43

Brokers
- How You See It: Your Response to Balancing Career and Home Life.
  Mar., p. 62, 64

Brokers—Liability
- Environmental Problems—Are They Your Problem?
  Berghoff, John C., Jr.; Frankel, Scott J.; Oleskiewicz, Vincent S.
  Aug., p. 65
- If a Broker, Acting on Behalf of the Seller, Makes a False Representation (but at the Same Time Does Not Know It Is False) and the Buyer Relies on That Representation in Making an Offer, Can the Buyer Be Relieved of the Burden of the Contract When He Discovers the Truth?
  May, p. 8

C

Calculators
- How to Calculate Biweekly Mortgages.
  Kennedy, Steve
  Apr., p. 30–32

Cash Flow
- Increase Your Cash Flow.
  Nov./Dec., p. 46

Commercial Property—Brokerage
- Auctions Mean Action.
  Good, Sheldon F.; Good, Steven L.; Greene, Gordon J.
  Nov./Dec., p. 50–55
- Find Your Niche.
  Platt, Elaine
  May, p. 72
- Find Your Spot in a Commercial Company.
  Crimmins, Robert J.
  Mar., p. 18–19
- Let Your Commercial Newsletter Speak for You.
  Vestal, Robert
  Oct., p. 50–54
- Make Your Mark at Marketing Sessions.
  Guarascio, Frank A.
  Nov./Dec., p. 56–60
- Making the Move to Commercial-Investment Sales.
  Pace, Cari Lynn
  Mar., p. 10–16
- Then and Now in Commercial Real Estate.
  Anniversary Issue, p. 43–45

Commissions
- Procuring Cause: Who Really Sold the Property?
  Hess, Lee R.
  Oct., p. 18–21

Commissions—Legal Aspects
- What Happens to a Listing Broker's Commission if a Seller Files a Chapter 7 Bankruptcy Petition Before the Closing?
  Aug., p. 8

Communication, Administrative
- Overused Expressions.
  Anderson, Elise
  Aug., p. 40

Condominium Apartment Buildings—Conversion
- The Future of Condominium Conversions.
  Steele, W. Bruce
  Jan./Feb., p. 64–67

Condominium Timesharing—Brokerage
- Quarter Ownership and You.
  Agee, Joseph, Jr.
  Aug., p. 19–21

Cooperative Apartment Buildings—Conversion
- Take a Closer Look at Co-op Conversion.
  Eden, Ernie M.
  Jan./Feb., p. 68–70

Counseling
- Counseling Small Investors.
  Johnson, Paul G.
  Mar., p. 46–50

Crime
- Start an Assault-Prevention Program.
  Ferguson, Jerry T. and Pat G.
  Aug., p. 49–52
- Take Charge of Your Safety.
  Lee, Michael D.
  Nov./Dec., p. 10–17

D

Data Processing—Brokerage Applications
- Telephone Tag.
  Drons, Richard C.
  Jan./Feb., p. 62–63

Data Processing—On-Line Information Systems
- Wildlife Data Base.
  Holing, Dwight
  Jan./Feb., p. 80

Index to Volume 21 1988

The following index lists all the material that has been published in **Real Estate Today®** during 1988. For easy access to this information, the index is divided into three sections—subject, title, and author. Each entry is followed by the month of publication and the page numbers of the referenced article or passage of interest.

The index is offered as a service to members of the NATIONAL ASSOCIATION OF REALTORS®, who are urged to use their own back copies or library copies to locate references of interest. If the reader doesn't have access to those copies, back issues (when available) may be ordered from the Customer Service Department, NATIONAL ASSOCIATION OF REALTORS®, P.O. Box 10958, Chicago, Illinois 60610–0958; 800/874–6500. Individual article copies are also available from University Microfilms, Inc., 300 Zeeb Road, Ann Arbor, Michigan 48106.

Real Estate Today® would like to thank the Library Information Services Department of the National Association for its assistance with compiling the 1988 Index.

Subject Index

A

Advertising, Direct Mail
- Flyers for Success.
  Roessler, Lyn
  Oct., p. 32

Advertising, Institutional
- How Small Companies Can Stretch Ad Dollars.
  May, p. 13
- Keep Your Company's Name in Lights.
  Scavo, Janet
  May, p. 10–15

Agency
- Are Your Salespeople Secret Agents?
  Reilly, John W.; Shern, Mary S.
  May, p. 44–48

Agricultural Credit
- Farmer Mac Creates New Agricultural Loan Funding.
  Grabowski, Trenna R.
  Nov./Dec., p. 26–27

AIDS
- Should Real Estate Professionals Disclose AIDS?
  Makila, James; Mishkin, Douglas B.
  Nov./Dec., p. 66–70

Air Conditioning
- Heating and Cooling: A Shopping Guide.
  Stewart, Julie H.
  Mar., p. 24–27

Appraisals
- Cooperation: The Secret of Successful Appraisals.
  Thomas, Mary Jo
  Apr., p. 28–29

Art
- Enhance Properties with Showpiece Art.
  Aug., p. 56–61

Auctions
- Auctions Mean Action.
  Good, Sheldon F.; Good, Steven L.; Greene, Gordon J.
  Nov./Dec., p. 50–55

B

Bankruptcy
- What Happens to a Listing Broker's Commission if a Seller Files a Chapter 7 Bankruptcy Petition Before the Closing?
  Aug., p. 8

Broker—Builder Cooperation
- Bridging the Gap Between Builder and Broker.
  Mills, Larry
  Mar., p. 40–43

Brokers
- How You See It: Your Response to Balancing Career and Home Life.
  Mar., p. 62, 64

Brokers—Liability
- Environmental Problems—Are They Your Problem?
  Berghoff, John C., Jr.; Frankel, Scott J.; Oleskiewicz, Vincent S.
  Aug., p. 65
- If a Broker, Acting on Behalf of the Seller, Makes a False Representation (but at the Same Time Does Not Know It Is False) and the Buyer Relies on That Representation in Making an Offer, Can the Buyer Be Relieved of the Burden of the Contract When He Discovers the Truth?
  May, p. 8

C

Calculators
- How to Calculate Biweekly Mortgages.
  Kennedy, Steve
  Apr., p. 30–32

Cash Flow
- Increase Your Cash Flow.
  Nov./Dec., p. 46

Commercial Property—Brokerage
- Auctions Mean Action.
  Good, Sheldon F.; Good, Steven L.; Greene, Gordon J.
  Nov./Dec., p. 50–55
- Find Your Niche.
  Platt, Elaine
  May, p. 72
- Find Your Spot in a Commercial Company.
  Crimmins, Robert J.
  Mar., p. 18–19
- Let Your Commercial Newsletter Speak for You.
  Vestal, Robert
  Oct., p. 50–54
- Make Your Mark at Marketing Sessions.
  Guarascio, Frank A.
  Nov./Dec., p. 56–60
- Making the Move to Commercial-Investment Sales.
  Pace, Cari Lynn
  Mar., p. 10–16
- Then and Now in Commercial Real Estate.
  Anniversary Issue, p. 43–45

Commissions
- Procuring Cause: Who Really Sold the Property?
  Hess, Lee R.
  Oct., p. 18–21

Commissions—Legal Aspects
- What Happens to a Listing Broker's Commission if a Seller Files a Chapter 7 Bankruptcy Petition Before the Closing?
  Aug., p. 8

Communication, Administrative
- Overused Expressions.
  Anderson, Elise
  Aug., p. 40

Condominium Apartment Buildings—Conversion
- The Future of Condominium Conversions.
  Steele, W. Bruce
  Jan./Feb., p. 64–67

Condominium Timesharing—Brokerage
- Quarter Ownership and You.
  Agee, Joseph, Jr.
  Aug., p. 19–21

Cooperative Apartment Buildings—Conversion
- Take a Closer Look at Co-op Conversion.
  Eden, Ernie M.
  Jan./Feb., p. 68–70

Counseling
- Counseling Small Investors.
  Johnson, Paul G.
  Mar., p. 46–50

Crime
- Start an Assault-Prevention Program.
  Ferguson, Jerry T. and Pat G.
  Aug., p. 49–52
- Take Charge of Your Safety.
  Lee, Michael D.
  Nov./Dec., p. 10–17

D

Data Processing—Brokerage Applications
- Telephone Tag.
  Drons, Richard C.
  Jan./Feb., p. 62–63

Data Processing—On-Line Information Systems
- Wildlife Data Base.
  Holing, Dwight
  Jan./Feb., p. 80

E

Exchanges and Trade-Ins—Guaranteed-Sale Plan
- Help Save Sales with Guarantee Plans.
  Tool, Stephen C.
  Nov./Dec., p. 42–45

F

Farm Property—Brokerage
- Add a Rural Dimension to Your Urban Sales Business.
  Baen, John S.
  Nov./Dec., p. 20–25
- Strategies for Farm Sales.
  Osborn, J. W., Jr.
  Jan./Feb., p. 34–41

Finance, Personal
- Your Guide to Building Net Worth.
  Waldman, Mark S.
  June/July, p. 24–26

Foreclosures
- Preforeclosure Workouts Can Work for You.
  Brooks, Teresa A.
  Mar., p. 28–31
- We Can Work It Out.
  Leardo, Patrick
  Oct., p. 56–59

H

Health
- Combat Stress with Executive Fitness.
  Ghourdjian, Kevork
  May, p. 49–50

Heating
- Heating and Cooling: A Shopping Guide.
  Stewart, Julie H.
  Mar., p. 24–27

Home Ownership—Economic Aspects
- Helping Buyers Clear the Affordability Hurdle.
  Anniversary Issue, p. 31–32
- Tax Law Updates Encourage Home Purchases.
  Patel, Yodini T.; Schimel, Barry R.
  Sept., p. 54–56
- Unfair to Renters?
  Geyer, Paul D.
  Oct., p. 66

Hotels
- Hotel Dining Important.
  Mar., p. 54

Housing for the Elderly
- Older Adult Market.
  Apr., p. 34

Housing Market
- The Changing American Home.
  Anniversary Issue, p. 38–40
- Fine-Tuning the Housing Market.
  Anniversary Issue, p. 26–28

I

Income Taxes—Real Estate Transactions
- Reporting Residential Sales to the IRS.
  Wilgusss, John E.
  June/July, p. 27–31
- Unfair to Renters?
  Geyer, Paul D.
  Oct., p. 66

Incubator Buildings
- Incubators on the Rise.
  May, p. 72, 80

Industrial Property—Advertising
- Out of This World.
  May, p. 72

Industrial Property—Brokerage
- Learn to Talk and Sell Industrial.
  Anderson, John P.
  Apr., p. 48–52

Industrial Property—Remodeling
- Re-Leasing Properties.
  Dawson, Raphael
  Jan./Feb., p. 76

Industries—Location
- Research Essential.
  Apr., p. 58

Insurance
- Meet Your Risks Head-On.
  Stark-Hood, Mary
  Nov./Dec., p. 36–40

Interviewing
- Games Managers Play.
  Albrecht, Vance
  Oct., p. 48–49

IRS Audits
- Tax Forum.
  Perrine, Richard A.; Tapajna, Joseph J.
  Mar., p. 58, 60

L

Land Development
- If Land-Use Restrictions Are Not Part of a Plan to Correct the Underlying Need for the Restrictions and Are for an Indeterminate Duration, Can a City Impose Such Restrictions on a Developer?
  Mar., p. 8
- Pioneering Programs.
  Apr., p. 58

Land Values
- Reap the Best Profits from Land.
  Uberto, Richard J.
  Mar., p. 52–53

Landscape and Environment
- Wildlife Data Base.
  Holing, Dwight
  Jan./Feb., p. 80

Leases
- Don't Get Tangled in a Triple Net.
  Ominsky, Harris
  May, p. 69–70

Leasing Brokerage
- Lease in Overbuilt Markets.
  Dolby, Robert
  Apr., p. 54–57

Legislative Activities
- Political Action Begins with You.
  Sept., p. 48–53
- Real Estate Goes to Washington.
  Anniversary Issue, p. 60–61

Liability
- Can a Seller Rely on the Doctrine of *Caveat Emptor* in His Defense Against an Action for Fraud?
  Nov./Dec., p. 8
- Does a Real Estate Salesperson Have a Duty to Find and Disclose Hidden Defects in a Listed Property That Are Not Disclosed to Him by His Client, the Seller?
  May, p. 8
- Should Real Estate Professionals Disclose AIDS?
  Makila, James; Mishkin, Douglas B.
  Nov./Dec., p. 66–70

Listings
- Don't Lose That Listing.
  Griffel, Ray
  Apr., p. 15–16
- Don't Water the Grass at Night.
  Stout, Mel
  Aug., p. 38–39
- Listing Tools That Leave the Right Impression.
  June/July, p. 54–58
- Select the Tools That Shape Success.
  Apr., p. 8–14

Listings—Door-to-Door Canvassing
- Don't Be a Stranger.
  Sutton, Stuart
  Aug., p. 33–34
- Farming for Fun and Profit.
  Corliss, Tim
  Apr., p. 24–27
- Ring Those Bells!
  Sparks, Joseph S.
  May, p. 38–40

Lobbying
- Real Estate Goes to Washington.
  Anniversary Issue, p. 60–61

M

Management
- Management on Purpose.
  Mayer, Albert, III
  May, p. 53–54

Mansions
- Sell a Million-Dollar Home.
  Vick, Judith Weeks
  Apr., p. 18–22

Marketing Sessions
- Make Your Mark at Marketing Sessions.
  Guzzardo, Frank A.
  Nov./Dec., p. 56–60

Mobile Homes
- Should Your Company Sell Factory-Built Homes?
  Knoll, Roderick P.; White, Craig
  Jan./Feb., p. 58–61

Mortgage Insurance
- Mortgage Insurance Boosts Buying Power.
  Spruill, Phyllis
  May, p. 34–36

Mortgage Market
- Farmer Mac Creates New Agricultural Loan Funding.
  Grabowski, Trenna R.
  Nov./Dec., p. 26–27
- The Money Behind the American Dream.
  Anniversary Issue, p. 35–37

Mortgages
- How Lenders Qualify Self-Employed Buyers.
Friedman, Janet T.
Aug., p. 28–30

Mortgages, Biweekly
- How to Calculate Biweekly Mortgages.
Kennedy, Steve
Apr., p. 30–32

Mortgages, Second
- How IRAs Could Generate Mortgage Money.
Marshall, Paul S.
Apr., p. 63–64

Mortgages—Alternative Instruments
- Financing with Superjumbos.
Gallagher, Anne F.
Nov./Dec., p. 30–33
- Help Find Mortgages That Fit.
Jahns, Adam A.
Oct., p. 22–24
- The Money Behind the American Dream.
Anniversary Issue, p. 35–37

Mortgages—Interest Deductions
- Tax Forum.
Perrine, Richard A.; Tapajna, Joseph J.
May, p. 77–78

Multiple Listing
- It Started in San Diego—Or Was It Cincinnati?
Anniversary Issue, p. 58–59

N

NATIONAL ASSOCIATION OF REALTORS®
- The Committee Selection Process.
May, p. 29
- An Enduring Mission.
North, William D.
Anniversary Issue, p. 12–14
- Kudos to the National Association.
Anniversary Issue, p. 16–17
- 1987 NATIONAL ASSOCIATION OF REALTORS® Annual Report.
May, p. 17–28
- The Past as Prologue.
Anniversary Issue, p. 8–10
- The Year Ahead: An Interview with Nestor R. Weigand, Jr.
Jan./Feb., p. 8–15

O

Office Buildings—Design and Plans
- Lobby Lure.
Adler, James S.
Oct., p. 60

Office Buildings—Property Management
- Lease in Overbuilt Markets.
Dolby, Robert
Apr., p. 54–57

Office Buildings—Rent
- Tokyo and London Top List.
June/July, p. 62

Office Buildings—Vacancy
- Office Occupancy Rates.
Aug., p. 68

Office Equipment
- Get the Message Out . . . Fast!
June/July, p. S7–S12
- One Giant Leap.
Anniversary Issue, p. 56–57

Open Houses
- Holiday Open Houses.
Hazen, Rose Mary
Nov./Dec., p. 34

P

Passive Loss Rules
- Tax Forum.
Perrine, Richard A.; Tapajna, Joseph J.
Aug., p. 70–71

Pensions and Fringe Benefits
- How IRAs Could Generate Mortgage Money.
Marshall, Paul S.
Apr., p. 63–64

Periodicals
- Twenty Years of the Best.
Anniversary Issue p. 18–21

Prospects
- Don't Be a Stranger.
Sutton, Stuart E.
Aug., p. 33–34
- Expand Your Sphere of Influence.
Willer, Ed
Jan./Feb., p. 42–44
- Let the Human Factor Help You Make That Sale.
Boland, Daniel M.
Mar., p. 20–23

Prospects—Direct Mail Solicitation
- Flyers for Success.
Roessler, Lyn
Oct., p. 30–32

Prospects—Qualifying
- How Lenders Qualify Self-Employed Buyers.
Friedman, Janet
Aug., p. 28–30
- Pick Prospects Who Are Ripe for Purchase.
Wickman, Floyd
May, p. 30–33

Psychology, Applied
- Let the Human Factor Help You Make That Sale.
Boland, Daniel M.
Mar., p. 20–23

Public Relations
- Advertising Awareness.
Collins, Gerald A.
May, p. 56
- Lobby Lure.
Adler, James S.
Oct., p. 60
- Power of Television.
George, Ken
Aug., p. 54
- Promote Your Public Image.
Keck, L. Carter
Oct., p. 40–42

R

Radio and Television
- Power of Television.
George, Ken
Aug., p. 54

Ranches—Brokerage
- Add a Rural Dimension to Your Urban Sales Business.
Baen, John S.
Nov./Dec., p. 20–25

Real Estate—Advertising
- Marquee Selling.
Fitzgerald, Bill
Apr., p. 46

Real Estate—Education
- Education Today: Do We Pass or Fail?
Gyurko, Jan
Sept., p. 82–83
- Pioneering Programs.
Apr., p. 58

Real Estate—History
- Recapturing the Past.
June/July, p. 64
Aug., p. 72
Oct., p. 72
Nov./Dec., p. 96

Real Estate—Investment
- Counseling Small Investors.
Johnson, Paul G.
Mar., p. 46–50
- Real Estate Number One.
June/July, p. 62
- Sell Investment Properties to Homebuyers.
Waldman, Mark S.
Oct., p. 26–28

Real Estate—Investment, Foreign
- Catch the Wave of Foreign Investment.
Bacow, Lawrence S.
May, p. 58–61
- Foreign Investment.
Jan./Feb., p. 76, 80
- Three U.S. Markets and Their Appeal to Foreign Investors.
May, p. 62–63

Real Estate—Partnership
- Tax Forum.
Perrine, Richard A.; Tapajna, Joseph J.
Oct., p. 64

Real Estate—Profession
- The Promise of Professionalism.
Anniversary Issue, p. 50–51

Real Estate—Vocation
- How You See It . . .
Mar., p. 62, 64

Real Estate Market
- Regional Outlook 1988.
Jan./Feb., p. 22–31

Real Estate Offices
- One Giant Leap.
Anniversary Issue, p. 56–57
- One-Stop Shopping.
Gresham, Ed
Apr., p. 46
- The Right Match.
Neff, Thomas O.
June/July, p. 38
- Running a Real Estate Company.
Anniversary Issue, p. 54–55
- Tax Basics for Owner/Brokers of Real Estate Companies.
Silver, Lawrence G.; Wiecnor, Marie
Sept., p. 62–68

Real Estate Offices—Branch
- Is It Time to Branch Out?
Haskins, Margo Witt
Apr., p. 43–45

Real Estate Offices—Mergers
- Join Forces to Form a New Company.
Platt, James R.

Mar., p. 34–38
• Put Together a Perfect Merger.
Schlott, Richard L.
Jan./Feb., p. 52–57
Real Estate Offices—Newsletters
• Let Your Commercial Newsletter Speak for You.
Vestal, Robert
Oct., p. 50–54
Refuse Disposal, Hazardous
• An Environmental Hazards Checklist.
Pilko, George
Aug., p. 64
• Environmental Problems—Are They Your Problem?
Berghoff, John C., Jr.; Frankel, Scott J.; Oleskiewicz, Vincent S.
Aug., p. 65
• Hazardous Wastes.
Nov./Dec., p. 62
• 'Innocent Land Ownership.'
Benfield, Linda E.; Howard, Jeffrey H.
Aug., p. 63–64
Rehabilitation
• Develop a Flair for Rehab.
June/July, p. 8–11
Residential Subdivisions—Brokerage
• Bridging the Gap Between Builder and Broker.
Mills, Larry
Mar., p. 40–43
Resort Property
• Hotel Dining Important.
Mar., p. 54
• Quarter Ownership and You.
Agee, Joseph, Jr.
Aug., p. 19–21
• Statistics Support Resort Housing Boom.
Aug., p. 15–18
Restaurants
• Hotel Dining Important.
Mar., p. 54
Restaurants, Fast-Food
• Think Fast—Food, That Is.
Bernardo, Charles A., Jr.
June/July, p. 52–57
Revenue Act of 1987
• Tax Forum.
Perrine, Richard A.; Tapajna, Joseph J.
May, p. 77–78
Role-Playing
• All the World's a Stage . . .
Mitchell, Jacques A., III
June/July, p. 40–44

S

Safety Measures
• Safety First.
Diane Hammon
Apr. p. 34
• Safety Tips.
Roberts, Billie
June/July, p. 38
• Start an Assault-Prevention Program.
Ferguson, Jerry T. and Pat G.
Aug., p. 49–52
• Take Charge of Your Safety.
Lee, Michael D.
Nov./Dec., p. 10–17
Sale by Owner
• Justifying Your Fee.
Murphy, Joyce B.
Jan./Feb., p. 47–48
Sales Management
• The Case for Minimum Standards.
May, p. 74
• Entrepreneurial Spirit.
Summers, David
June/July, p. 50
• Environment Important.
Connor, Tim
Mar., p. 44
• Motivating Salespeople.
Reinhardt, William
Oct., p. 48
• Our Greatest Asset.
Curtiss, James P.
Oct., p. 48
• Qualitygrams.
Schilling, Byron
Jan./Feb., p. 63
Sales Managers
• Get in Gear with Management Training.
Aston, Herbert C.; Clark, Diane M.; Dezan, Philip W.
Oct., p. 34–39
Sales Meetings
• What's Your Line?
Bergstrom, Larry L.
June/July, p. 50
• A Year's Supply of Commercial Sales Meetings.
Anderson, Jerry D.
June/July, p. 58–61
Salesmanship
• Bridge Cultural Barriers to Sell Homes.
Thiederman, Sondra
June/July, p. 34–36
• Let the Human Factor Help You Make That Sale.
Boland, Daniel M.
Mar., p 20–23
• Lights, Action, Sale!
Mark, Lois
Jan./Feb., p. 45–46
• Use Sales Skills to Defuse Explosive Situations.
Gantzel, Lars H.
June/July, p. 20–23
Salesperson
• How You See It: Your Response to Balancing Career and Home Life.
Mar., p. 62
• The Right Match.
Neff, Thomas O.
June/July, p. 38
• What Makes Your Sales Force Tick?
Aug., p. 42–46
• You *Can* Retain Your Best Salespeople.
Neff, William B.
June/July, p. 47–49
Salesperson—Contracts—Employee vs. Independent Contractor
• Which Hat Is Right for You?
Sept., p. 8–16
Salesperson—Recruiting
• C ! Sales Superstars—The Sky's the Limit.
Sept., p. 72–77
Salesperson—Selection and Training
• All the World's a Stage . . .
Mitchell, Jacques A., III
June/July, p. 40–44
• C-I Sales Superstars—The Sky's the Limit.
Sept., p. 72–77
• Match Your Recruits to Your Markets.
Reyhons, Ken
Apr., p. 36–39
• Profiles Identify Sales Producers.
June/July, p. S13–S14
• Qualities for Success.
Cashman, Irene
Apr., p. 46
Self-Improvement
• How's Your Attitude?
Baen, John S.
Oct., p. 30
Single-Family Homes—Brokerage
• Sell a Million-Dollar Home.
Vick, Judith Weeks
Apr., p. 18–22
Single-Family Homes—Remodeling
• Chicago: Rehab Adds Comfort to 1895 Elegance.
June/July, p. 14–15
• Develop a Flair for Rehab.
June/July, p. 8–11
• Florida: Home Expands for Indoor-Outdoor Living.
June/July, p. 18–19
• San Francisco: A Tale of Two Rehabs.
June/July, p. 16–17
Success
• Dress the Part.
Hoos, Constance
Sept., p. 60
Syndicates
• Is Syndication Reviving?
Jan./Feb., p. 72–74

T

Telephone Equipment
• Communication Tools for Staying in Touch.
June/July, p. S1–S3
• Telephone Tag.
Drons, Richard C.
Jan./Feb., p. 62–63
Time Management
• The Art of Delegating.
Sandage, Suanne M.
Oct., p. 45–46

V

Vacation Homes
• Statistics Support Resort Housing Boom.
Aug., p. 15–18
• Take the Plunge into Vacation Home Sales.
Sisson, Gary
Aug., p. 10–14
Veterans' Housing
• Sell Real Estate to Veterans.
Moine, Donald; Seard, Linda
Aug., p. 22–27

W

Women in Real Estate
• Women Step Forward.
Anniversary Issue, p. 52–53

Title Index

A

Add a Rural Dimension to Your Urban Sales Business.
Baen, John S.
Nov./Dec., p. 20–25

Advertising Awareness.
Collins, Gerald A.
May, p. 56

All the World's a Stage . . .
Mitchell, Jacques A., III
June/July, p. 40–44

Are Your Salespeople Secret Agents?
Reilly, John W.; Shern, Mary S.
May, p. 44–48

The Art of Delegating.
Sandage, Suanne M.
Oct., p. 45–46

Auctions Mean Action.
Good, Sheldon F.; Good, Steven L.; Greene, Gordon J.
Nov./Dec., p. 50–55

B

Bridge Cultural Barriers to Sell Homes.
Thiederman, Sondra
June/July, p. 34–36

Bridging the Gap Between Builder and Broker.
Mills, Larry
Mar., p. 40–43

C

Can a Seller Rely on the Doctrine of *Caveat Emptor* in His Defense Against an Action for Fraud?
Nov./Dec., p. 8

A Capital Place to Be.
Hodge, S. John; Roberts, S. Kent
May, p. 62

The Case for Minimum Standards.
May, p. 74

Catch the Wave of Foreign Investment.
May, p. 64–67

The Changing American Home.
Anniversary Issue, p. 38–40

The Changing Tide of Foreign Investment.
Bacow, Lawrence S.
May, p. 58–61

Chicago: Rehab Adds Comfort to 1895 Elegance.
June/July, p. 14–15

C-I Sales Superstars—The Sky's the Limit.
Sept., p. 72–77

Combat Stress with Executive Fitness.
Ghourdjian, Kevork
May, p. 49–50

The Committee Selection Process.
May, p. 29

Communication Tools for Staying in Touch.
June/July, p. S1–S3

Cooperation: The Secret of Successful Appraisals.
Thomas, Mary Jo
Apr., p. 28–29

Counseling Small Investors.
Johnson, Paul G.
Mar., p. 46–50

D

Develop a Flair for Rehab.
June/July, p. 8–11

Does a Real Estate Salesperson Have a Duty to Find and Disclose Hidden Defects in a Listed Property That Are Not Disclosed to Him by His Client, the Seller?
May, p. 8

Don't Be a Stranger.
Sutton, Stuart
Aug., p. 33–34

Don't Get Tangled in a Triple Net.
Ominsky, Harris
May, p. 69–70

Don't Lose That Listing.
Grifiel, Ray
Apr., p. 15–16

Don't Water the Grass at Night.
Stout, Mel
Aug., p. 38–39

Dress the Part.
Hoos, Constance
Sept., p. 60

E

Economic Outlook 1988.
Jan./Feb., p. 19–21

Education Today: Do We Pass or Fail?
Gyurko, Jan
Sept., p. 82–83

An Enduring Mission.
North, William D.
Anniversary Issue, p. 12–14

Enhance Properties with Showpiece Art.
Aug., p. 56–61

Entrepreneurial Spirit.
Summers, David
June/July, p. 50

Environment Important.
Connor, Tim
Mar., p. 44

Environmental Problems—Are They Your Problem?
Berghoff, John C., Jr.; Frankel, Scott J.; Oleskiewicz, Vincent S.
Aug., p. 65–66

Expand Your Sphere of Influence.
Willer, Ed
Jan./Feb., p. 42–44

F

Farmer Mac Creates New Agricultural Loan Funding.
Grabowski, Trenna R.
Nov./Dec., p. 26–27

Farming for Fun and Profit.
Corliss, Tim
Apr., p. 24–27

Financing with Superjumbos.
Gallagher, Anne F.
Nov./Dec., p. 30–33

Find Your Niche.
Platt, Elaine
May, p. 72

Find Your Spot in a Commercial Company.
Crimmins, Robert J.
Mar., p. 18–19

Fine-Tuning the Housing Market.
Anniversary Issue, p. 26–28

Florida: Home Expands for Indoor-Outdoor Living.
June/July, p. 18–19

Flyers for Success.
Roessler, Lyn
Oct., p. 30–32

Foreign Investment.
Jan./Feb., p. 76, 80

The Future of Condominium Conversions.
Steele, W. Bruce
Jan./Feb., p. 64–67

G

Games Managers Play.
Albrecht, Vance
Oct., p. 48–49

Get in Gear with Management Training.
Aston, Herbert C.; Clark, Diane M.; Dezan, Philip W.
Oct., p. 34–39

Get the Message Out . . . Fast!
June/July, p. S7–S12

H

Hazardous Wastes.
Nov./Dec., p. 62

Heating and Cooling: A Shopping Guide.
Stewart, Julie H.
Mar., p. 24–27

Help Find Mortgages That Fit.
Jahns, Adam A.
Oct., p. 22–24

Help Save Sales with Guarantee Plans.
Tool, Stephen C.
Nov./Dec., p. 42–45

Helping Buyers Clear the Affordability Hurdle.
Anniversary Issue, p. 31–32

Holiday Open Houses.
Hazen, Rose Mary
Nov./Dec., p. 34

Hotel Dining Important.
Mar., p. 54

How IRAs Could Generate Mortgage Money.
Marshall, Paul S.
Apr., p. 63–64

How Lenders Qualify Self-Employed Buyers.
Friedman, Janet
Aug., p. 28–30

How Small Companies Can Stretch Ad Dollars.
May, p. 13
How to Calculate Biweekly Mortgages.
Kennedy, Steve
Apr., p. 30–32
How You See It: Your Response to Balancing Career and Home Life.
Mar., p. 62, 64
How's Your Attitude?
Baen, John S.
Oct., p. 30

I

If a Broker, Acting on Behalf of the Seller, Makes a False Representation (but at the Same Time Does Not Know It Is False) and the Buyer Relies on That Representation in Making an Offer, Can the Buyer Be Relieved of the Burden of the Contract When He Discovers the Truth?
May, p. 8
If Land-Use Restrictions Are Not Part of a Plan to Correct the Underlying Need for the Restrictions and Are for an Indeterminate Duration, Can a City Impose Such Restrictions on a Developer?
Mar., p. 8
Increase Your Cash Flow.
Nov./Dec., p. 46
Incubators on the Rise.
May, p. 72, 80
'Innocent Land Ownership.'
Benfield, Linda E.; Howard, Jeffrey H.
Aug., p. 63–64
Is It Time to Branch Out?
Haskins, Margo Will
Apr., p. 43–45
Is Syndication Reviving?
Jan./Feb., p. 72–74
It Started in San Diego—or Was It Cincinnati?
Anniversary Issue, p. 58–59

J

Join Forces to Form a New Company.
Platt, James R.
Mar., p. 34–38
Justifying Your Fee.
Jan./Feb., p. 47–48

K

Keep Your Company's Name in Lights.
Scavo, Janet
May, p. 10–12
Kudos to the National Association.
Anniversary Issue, p. 16–17

L

Learn to Talk and Sell Industrial.
Anderson, John P.
Apr., p. 48–52
Lease in Overbuilt Markets.
Dolby, Robert
Apr., p. 54–57
Legal Briefs.
Mar., p. 8
May, p. 8
Aug., p. 8
Nov./Dec., p. 8
Let the Human Factor Help You Make That Sale.
Boland, Daniel M.
Mar., p. 20–23
Let Your Commercial Newsletter Speak for You.
Vestal, Robert
Oct., p. 50–54
Lights, Action, Sale!
Mark, Lois
Jan./Feb., p. 45–46
Listing Tools That Leave the Right Impression.
June/July, p. S4–S6
Lobby Lure.
Adler, James S.
Oct., p. 60

M

Make Your Mark at Marketing Sessions.
Guarascio, Frank A.
Nov./Dec., p. 56–60
Making the Move to Commercial-Investment Sales.
Pace, Cari Lynn
Mar., p. 10–16
Management on Purpose.
Mayer, Albert, III
May, p. 53–54
Marquee Selling.
Fitzgerald, Bill
Apr., p. 46
Match Your Recruits to Your Markets.
Reybons, Ken
Apr., p. 36–39
Meet Your Risks Head-On.
Stark-Hood, Mary
Nov./Dec., p. 36–40
The Money Behind the American Dream.
Anniversary Issue, p. 35–37
Mortgage Insurance Boosts Buying Power.
Spruill, Phyllis
May, p. 34–36
Motivating Salespeople.
Reinhardt, William
Oct., p. 48

N

1988 Outlook: The Challenges of a New Economic Order.
Jan./Feb., p. 16–18
1987 NATIONAL ASSOCIATION OF REALTORS® Annual Report.
May, p. 17–28

O

Office Occupancy Rates.
Aug., p. 68
Older Adult Market.
Apr., p. 34
On the Pacific Rim.
Smith, Michael J.; Whalen, Kevin P.
May, p. 63
One Giant Leap.
Anniversary Issue, p. 56–57
One-Stop Shopping.
Gresham, Ed
Apr., p. 46
Our Greatest Asset.
Curtiss, James P.
Oct., p. 48
Out of This World.
May, p. 72
Overused Expressions.
Anderson, Elise
Aug., p. 40

P

The Past as Prologue.
Anniversary Issue, p. 8–10
Personality Profiles.
Coveny, Mary
Nov./Dec., p. 6
Pick Prospects Who Are Ripe for Purchase.
Wickman, Floyd
May, p. 30–33
Piercing into the Heartland.
Nooney, Deborah Ann
May, p. 62–63
Pioneering Programs.
Apr., p. 58
Political Action Begins with You.
Sept., p. 48–53
Power of Television.
George, Ken
Aug., p. 54
Preforeclosure Workouts Can Work for You.
Brooks, Teresa A.
Mar., p. 28–31
Procuring Cause: Who Really Sold the Property?
Hess, Lee R.
Oct., p. 18–21
Profiles Identify Sales Producers.
June/July, p. S13–S14
The Promise of Professionalism.
Anniversary Issue, p. 50–51
Promote Your Public Image.
Keck, L. Carter
Oct., p. 40–42
Put Together a Perfect Merger.
Schlott, Richard L.
Jan./Feb., p. 52–57

Q

Qualities for Success.
Cashman, Irene
Apr., p. 46

Qualitygrams.
Schilling, Byron
Jan./Feb., p. 63
Quarter Ownership and You.
Agee, Joseph, Jr.
Aug., p. 19–21

R

Real Estate Goes to Washington.
Anniversary Issue, p. 60–61
Real Estate Number One.
June/July, p. 62
Reap the Best Profits from Land.
Uberto, Richard J.
Mar., p. 52–53
Recapturing the Past.
June/July, p. 64
Aug., p. 72
Oct., p. 72
Nov./Dec., p. 96
Regional Outlook 1988.
Jan./Feb., p. 22–31
Re-Leasing Properties.
Dawson, Raphael
Jan./Feb., p. 76
Reporting Residential Sales to the IRS.
Wilguess, John E.
June/July, p. 27–31
Research Essential.
Apr., p. 58
The Right Match.
Neff, Thomas O.
June/July, p. 38
Ring Those Bells!
Sparks, Joseph S.
May, p. 38–40
Running a Real Estate Company.
Anniversary Issue, p. 54–55

S

Safety First.
Hammon, Diane
Apr., p. 34
Safety Tips.
Roberts, Billie
June/July, p. 38
San Francisco: A Tale of Two Rehabs.
June/July, p. 16–17
Select the Tools That Shape Success.
Apr. p. 8–14
Sell Investment Properties to Homebuyers.
Waldman, Mark S.
Oct., p. 26–28
Sell a Million-Dollar Home.
Vick, Judith Weeks
Apr., p. 18–22
Sell Real Estate to Veterans.
Moine, Donald J.; Seard, Linda
Aug., p. 22–27
Should Real Estate Professionals Disclose AIDS?
Makila, James; Mishkin, Douglas B.
Nov./Dec., p. 66–70
Should Your Company Sell Factory-Built Homes?
Knoll, Roderick P.; White, Craig
Jan./Feb., p. 58–61
Start an Assault-Prevention Program.
Ferguson, Jerry T. and Pat G.
Aug., p. 49–52
Statistics Support Resort Housing Boom.
Aug., p. 15–18
Strategies for Farm Sales.
Osborn, J. W., Jr.
Jan./Feb., p. 34–41

T

Take Charge of Your Safety.
Lee, Michael D.
Nov./Dec., p. 10–17
Take a Closer Look at Co-op Conversion.
Eden, Ernie M.
Jan./Feb., p. 68–70
Take the Plunge into Vacation Home Sales.
Sisson, Gary
Aug., p. 10–14
Tax Basics for Owner/Brokers of Real Estate Companies.
Silver, Lawrence G.; Wieczor, Marie
Sept., p. 62–68
Tax Forum.
Perrine, Richard A.; Tapajna, Joseph J.
Mar., p. 58, 60
May, p. 77–78
Aug., p. 70–71
Oct., p. 64
Tax Law Updates Encourage Home Purchases.
Patel, Yogini T.; Schimel, Barry R.
Sept., p. 54–56
Telephone Tag.
Drons, Richard C.
Jan./Feb., p. 62–63
Then and Now in Commercial Real Estate.
Anniversary Issue, p. 43–45
Think Fast—Food, That Is.
Bernardo, Charles A., Jr.
June/July, p. 52–57
Three U.S. Markets and Their Appeal to Foreign Investors.
May, p. 62–63
Tokyo and London Top List.
June/July, p. 62
Twenty Years of the Best.
Anniversary Issue, p. 18–21

U

Unfair to Renters?
Geyer, Paul D.
Oct., p. 66
Use Sales Skills to Defuse Explosive Situations.
Gantzel, Lars H.
June/July, p. 20–23

W

We Can Work It Out.
Leardo, Patrick
Oct., p. 56–59
What Happens to a Listing Broker's Commission if a Seller Files a Chapter 7 Bankruptcy Petition Before the Closing?
Aug., p. 8
What Makes Your Sales Force Tick?
Aug., p. 42–46
What's Your Line?
Bergstrom, Larry L.
June/July, p. 50
Which Hat Is Right for You?
Sept., p. 8–16
Wildlife Data Base.
Holing, Dwight
Jan./Feb., p. 80
Women Step Forward.
Anniversary Issue, p. 52–53

Y

The Year Ahead: An Interview with Nestor R. Weigand, Jr.
Jan./Feb., p. 8–15
A Year's Supply of Commercial Sales Meetings.
Anderson, Jerry D.
June/July, p. 58–61
You *Can* Retain Your Best Salespeople.
Neff, William B.
June/July, p. 47–49
Your Guide to Building Net Worth.
Waldman, Mark S.
June/July, p. 24–26

Author Index

A

Adler, James S.
Lobby Lure.
Oct., p. 60
Agee, Joseph, Jr.
Quarter Ownership and You.
Aug., p. 19–21
Albrecht, Vance
Games Managers Play.
Oct., p. 48–49
Anderson, Elise
Overused Expressions.
Aug., p. 40
Anderson, Jerry D.
A Year's Supply of Commercial Sales Meetings.
June/July, p. 58–61
Anderson, John P.
Learn to Talk and Sell Industrial.
Apr., p. 48–52
Aston, Herbert C.
Get in Gear with Management Training.
Oct., p. 34–39

B

Bacow, Lawrence S.
The Changing Tide of Foreign Investment.
May, p. 58–61

Baen, John S.
- Add a Rural Dimension to Your Urban Sales Business.
Nov./Dec., p. 20–25
- How's Your Attitude?
Oct., p. 30

Benfield, Linda E.
'Innocent Land Ownership.'
Aug., p. 63–64

Berghoff, John C., Jr.
Environmental Problems—Are They Your Problem?
Aug., p. 65–66

Bergstrom, Larry L.
What's Your Line?
June/July, p. 50

Bernardo, Charles A., Jr.
Think Fast—Food, That Is.
June/July, p. 52–57

Boland, Daniel M.
Let the Human Factor Help You Make That Sale.
Mar., p. 20–23

Brooks, Teresa A.
Preforeclosure Workouts Can Work for You.
Mar., p. 28–31

C

Cashman, Irene
Qualities for Success.
Apr., p. 46

Clark, Diane M.
Get in Gear with Management Training.
Oct., p. 34–39

Collins, Gerald A.
Advertising Awareness.
May, p. 56

Connor, Tim
Environment Important.
Mar., p. 44

Corliss, Tim
Farming for Fun and Profit.
Apr., p. 24–27

Coveny, Mary
Personality Profiles.
Nov./Dec., p. 6

Crimmins, Robert J.
Find Your Spot in a Commercial Company.
Mar., p. 18–19

Curtiss, James P.
Our Greatest Asset.
Oct., p. 48

D

Dawson, Raphael
Re-Leasing Properties.
Jan./Feb., p. 76

Dezan, Philip W.
Get in Gear with Management Training.
Oct., p. 34–39

Dolby, Robert
Lease in Overbuilt Markets.
Apr., p. 54–57

Drons, Richard C.
Telephone Tag.
Jan./Feb., p. 62–63

E

Eden, Ernie M.
Take a Closer Look at Co-op Conversion.
Jan./Feb., p. 68–70

F

Ferguson, Jerry T.
Start an Assault-Prevention Program.
Aug., p. 49–52

Ferguson, Pat G.
Start an Assault-Prevention Program.
Aug., p. 49–52

Fitzgerald, Bill
Marquee Selling.
Apr., p. 46

Frankel, Scott J.
Environmental Problems—Are They Your Problem?
Aug., p. 65–66

Friedman, Janet
How Lenders Qualify Self-Employed Buyers.
Aug., p. 28–30

G

Gallagher, Anne F.
Financing with Superjumbos.
Nov./Dec., p. 30–33

Gantzel, Lars H.
Use Sales Skills to Defuse Explosive Situations.
June/July, p. 20–23

George, Ken
Power of Television.
Aug., p. 54

Geyer, Paul D.
Unfair to Renters?
Oct., p. 66

Ghourdjian, Kevork
Combat Stress with Executive Fitness.
May, p. 49–50

Good, Sheldon F.
Auctions Mean Action.
Nov./Dec., p. 50–55

Good, Steven L.
Auctions Mean Action.
Nov./Dec., p. 50–55

Grabowski, Trenna R.
Farmer Mac Creates New Agricultural Loan Funding.
Nov./Dec., p. 26–27

Greene, Gordon J.
Auctions Mean Action.
Nov./Dec., p. 50–55

Gresham, Ed
One-Stop Shopping.
Apr., p. 46

Griffel, Ray
Don't Lose That Listing.
Apr., p. 15–16

Gusrascio, Frank A.
Make Your Mark at Marketing Sessions.
Nov./Dec., p. 56–60

Gyurko, Jan
Education Today: Do We Pass or Fail?
Sept., p. 82–83

H

Hammon, Diane
Safety First.
Apr., p. 34

Haskins, Margo Witt
Is It Time to Branch Out?
Apr., p. 43–45

Hazen, Rose Mary
Holiday Open Houses.
Nov./Dec., p. 34

Hess, Lee R.
Procuring Cause: Who Really Sold the Property?
Oct., p. 18–21

Hodge, S. John
A Capital Place to Be.
May, p. 62

Holing, Dwight
Wildlife Data Base.
Jan./Feb., p. 80

Hoos, Constance
Dress the Part.
Sept., p. 60

Howard, Jeffrey H.
'Innocent Land Ownership.'
Aug., p. 63–64

J

Jahns, Adam A.
Help Find Mortgages That Fit.
Oct., p. 22–24

Johnson, Paul G.
Counseling Small Investors.
Mar., p. 46–50

K

Keck, L. Carter
Promote Your Public Image.
Oct., p. 40–42

Kennedy, Steve
How to Calculate Biweekly Mortgages.
Apr., p. 30–32

Knoll, Roderick P.
Should Your Company Sell Factory-Built Homes?
Jan./Feb., p. 56–61

L

Leardo, Patrick
We Can Work It Out.
Oct., p. 56–59

Lee, Michael D.
Take Charge of Your Safety.
Nov./Dec., p. 10–17

M

Makila, James
Should Real Estate Professionals Disclose AIDS?
Nov./Dec., p. 66–70

Mark, Lois
Lights, Action, Sale!
Jan./Feb., p. 45–46

Marshall, Paul S.
How IRAs Could Generate Mortgage Money.
Apr., p. 63–64

Mayer, Albert, III
Management on Purpose.
May, p. 53–54
Mills, Larry
Bridging the Gap Between Builder and Broker.
Mar., p. 40–43
Mishkin, Douglas B.
Should Real Estate Professionals Disclose AIDS?
Nov./Dec., p. 66–70
Mitchell, Jacques A., III
All the World's a Stage . . .
June/July, p. 40–44
Moine, Donald
Sell Real Estate to Veterans.
Aug., p. 22–27

N

Neff, Thomas O.
The Right Match.
June/July, p. 38
Neff, William B.
You *Can* Retain Your Best Salespeople.
June/July, p. 47–49
Nooney, Deborah Ann
Piercing into the Heartland.
May, p. 62–63
North, William D.
An Enduring Mission.
Anniversary Issue, p. 12–14

O

Oleskiewicz, Vincent S.
Environmental Problems—Are They Your Problem?
Aug., p. 65–66
Ominsky, Harris
Don't Get Tangled in a Triple Net.
May, p. 69–70
Osborn, J. W., Jr.
Strategies for Farm Sales.
Jan./Feb., p. 34–41

P

Pace, Cari Lynn
Making the Move to Commercial-Investment Sales.
Mar., p. 10–16
Patel, Yogini T.
Tax Law Updates Encourage Home Purchases.
Sept., p. 54–56
Perrine, Richard A.
Tax Forum.
Mar., p. 58, 60
May, p. 77–78
Aug., p. 70–71
Oct., p. 64
Piatt, James R.
Join Forces to Form a New Company.
Mar., p. 34–38
Pilko, George
An Environmental Hazards Checklist.
Aug., p. 64
Platt, Elaine
Find Your Niche.
May, p. 72

R

Reilly, John W.
Are Your Salespeople Secret Agents?
May, p. 44–48
Reinhardt, William
Motivating Salespeople.
Oct., p. 48
Reyhons, Ken
Match Your Recruits to Your Markets.
Apr., p. 36–39
Must I Specialize?
Apr., p. 21–22
Roberts, Billie
Safety Tips.
June/July, p. 38
Roberts, S. Kent
A Capital Place to Be.
May, p. 62
Roessler, Lyn
Flyers for Success.
Oct., p. 30–32

S

Sandage, Suanne M.
The Art of Delegating.
Oct., p. 45–46
Scavo, Janet
Keep Your Company's Name in Lights.
May, p. 10–15
Schilling, Byron
Qualitygrams.
Jan./Feb., p. 63
Schimel, Barry R.
Tax Law Updates Encourage Home Purchases.
Sept., p. 54–56
Schlott, Richard L.
Put Together a Perfect Merger.
Jan./Feb., p. 52–57
Seard, Linda
Sell Real Estate to Veterans.
Aug., p. 22–27
Shera, Mary S.
Are Your Salespeople Secret Agents?
May, p. 44–48
Silver, Lawrence G.
Tax Basics for Owner/Brokers of Real Estate Companies.
Sept., p. 62–68
Sisson, Gary
Take the Plunge into Vacation Home Sales.
Aug., p. 10–14
Smith, Michael J.
On the Pacific Rim.
May, p. 63
Spruill, Phyllis
Mortgage Insurance Boosts Buying Power.
May, p. 34–36
Stark-Hood, Mary
Meet Your Risks Head-On.
Nov./Dec., p. 36–40
Steele, W. Bruce
The Future of Condominium Conversions.
Jan./Feb., p. 64–67
Stewart, Julie H.
Heating and Cooling: A Shopping Guide.
Mar., p. 24–27
Stout, Mel
Don't Water the Grass at Night.
Aug., p. 38–39
Summers, David
Entrepreneurial Spirit.
June/July, p. 50
Sutton, Stuart
Don't Be a Stranger.
Aug., p. 33–34

T

Tapajna, Joseph J.
Tax Forum.
Mar., p. 58, 60
May, p. 77–78
Aug., p. 70–71
Oct. p. 64
Thiederman, Sondra
Bridge Cultural Barriers to Sell Homes.
June/July, p. 34–36
Thomas, Mary Jo
Cooperation: The Secret of Successful Appraisals.
Apr., p. 28–29
Tool, Stephen C.
Help Save Sales with Guarantee Plans.
Nov./Dec., p. 42–45

U

Uberto, Richard J.
Reap the Best Profits from Land.
Mar., p. 52–53

V

Vestal, Robert
Let Your Commercial Newsletter Speak for You!
Oct., p. 50–54
Vick, Judith Weeks
Sell a Million-Dollar Home.
Apr., p. 18–21

W

Waldman, Mark S.
• Sell Investment Properties to Homebuyers.
Oct., p. 26–28
• Your Guide to Building Net Worth.
June/July, p. 24–26
Whalen, Kevin P.
On the Pacific Rim.
May, p. 63
White, Craig
Should Your Company Sell Factory-Built Homes?
Jan./Feb., p. 58–61
Wickman, Floyd
Pick Prospects Who Are Ripe for Purchase.
May, p. 30–33
Wieczor, Marie
Tax Basics for Owner/Brokers of Real Estate Companies.
Sept., p. 62–68
Wilguess, John E.
Reporting Residential Sales to the IRS.
June/July, p. 27–31
Willer, Ed
Expand Your Sphere of Influence.
Jan./Feb., p. 42–44